

**APPLICATION  
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**TITLE: BUSINESS METHOD FOR QUALITY ASSURANCE OF SERVICES**

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BUSINESS METHOD FOR QUALITY ASSURANCE OF SERVICES

TECHNICAL FIELD

5        The invention relates to business methods for assuring quality services and particularly to delivering information technology services which have a high quality assurance.

10

BACKGROUND OF THE INVENTION

Providing information technology services has become an important part of business activity. Businesses recognize that having high quality information technology services are essential to operating their businesses in a competitive fashion. Various service providing companies compete with each other in formulating bidding for and delivering these services to their own and other companies. It is therefore also essential that these formulating, bidding for, and delivering aspects of the information technology service be carried out with high quality if a service providing company is to be successful in this competitive area.

While quality techniques have been applied in the operation 25 of various businesses, including primarily hardware manufacture, little attention has been directed to quality processes in the service business area. Keane, in U.S. Patent 5,737,581 describes a product flow monitoring system including quality assurance measures. Turnbull, in U.S. Patent 5,208,765 describes a method 30 and structure of a product development monitoring system in which

5 the process is divided into stages including quality assurance.  
Stapleton, in U.S. Patent 5,537,483 describes a quality assurance  
feature of an image processing system. Ertel in U.S. Patent  
5,307,262 describes a data quality review method and system in  
the health care environment. Tucker et al. in U.S. Patent  
10 5,432,218 describe determining quality levels for fabrication and  
assembly designs of a manufactured product. Motai et al. in U.S.  
Patent 5,644,493 describe forming a quality control instruction  
table on the basis of a manufacturing drawing of the product.  
Miyakawa et al. in U.S. Patent 5,717,598 describe a  
15 manufacturability evaluation method to be employed while  
designing an article.

20 Unfortunately, none of the above quality systems apply to  
assuring the quality of solutions in the service industry or more  
particularly in the information technology service industry.

25 Information technology services include but are not limited  
to, selecting and providing workstation hardware, software  
operating systems and applications, server hardware and software,  
network and communication hardware and software, installation and  
maintenance of the above hardware and software, help desk  
operation, user training and education, on site and remote  
support, providing personnel and management to perform the above  
tasks. The services may also include developing, installing and  
30 maintaining a custom application for a customer.

35 In accordance with the teachings of the present invention,  
there is defined a new method of assuring the quality of a  
services solution.

5 It is believed that such a method would constitute a significant advancement in the art.

## OBJECTS AND SUMMARY OF THE INVENTION

10 It is therefore a principal object of the present invention to enhance the service solution providing art by providing a quality assurance method for formulating, proposing, and delivering such services in a high quality manner.

It is another object to provide such a method wherein the profit objectives of the providing business are met.

It is yet another object to provide such a method wherein the customer need is satisfied.

These and other objects are attained in accordance with one embodiment of the invention wherein there is provided a method for a services solution, comprising the steps of, defining a first solution by a provider having a business objective, for a customer having a need, performing a first assurance review of the first solution to determine whether the first solution is technically viable, deliverable, and includes technical risk identification, assessment, and containment plans, performing a second assurance review of the first solution to determine whether the first solution includes complete schedules, a complete cost and profit case, and the first solution satisfies both the provider business objectives and the customer need, defining a second solution by the provider, by correcting any deficiencies identified in the first or second assurance reviews, thereafter, performing a first readiness review of the second

5       solution to identify new issues or risks which arose during the  
obtaining customer commitment step, determine whether delivery  
plans are established, and establish baselines for performance  
and the profit case, periodically performing a project management  
review to verify the second solution is being managed as defined,  
10      meeting the profit case, and meeting the customer need, and  
thereafter, performing a deliverable readiness review to verify  
that the second solution has been delivered to the customer and  
that the second solution satisfies the customer need.

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BRIEF DESCRIPTION OF THE DRAWING

The FIGURE shows a flowchart of a method of assuring quality  
in accordance with the present invention.

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BEST MODE FOR CARRYING OUT THE INVENTION

For a better understanding of the present invention,  
together with other and further objects, advantages and  
capabilities thereof, reference is made to the following  
disclosure and the appended claims in connection with the  
above-described drawing.

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5        In the FIGURE there is shown a flowchart describing the  
steps of a preferred embodiment of the present invention.  
Although the steps are shown in serial fashion for ease of  
explanation, there is no sequential limitation implied other than  
indicated in the appended claims. In addition some steps may be  
10 optional.

In step 12 a first solution for a customer need is defined  
by a provider business having a business objective. The customer  
need is preferably a need for information technology services by  
15 a company as explained above. The first solution defines the  
services, hardware, and software which will be provided to  
satisfy the customer need. The business objective includes a  
profit target but may also include overall revenue, hardware and  
software sales, personnel utilization, market share, and new  
business.

In step 14 a first assurance review of the first solution is  
performed. This review and all subsequent reviews is defined for  
the purpose of this specification to mean conducting a meeting to  
inspect, view, examine, or the like, written materials. The  
meeting may be held in person at a scheduled time and place but  
may also be held by teleconference, videoconference, or via a  
computer network or internet connection of the participants.  
Written materials may include text, graphs, figures, pictures, or  
30 video whether in hardcopy printed form or stored in computer  
readable form or in a format suitable for presentation. This  
first assurance review determines whether the first solution is  
technically viable. Technical experts may be called upon to  
evaluate the first solution in light of the needs of the customer

5 and take positions on the technical feasibility and soundness of  
the solution. This review also determines deliverability which  
is taken to mean the ability to deliver the first solution on the  
planned schedule using the financial and personnel resources  
identified in the first solution. This review also includes a  
10 technical risk identification with appropriate assessment and  
containment plans. Technical experts may also be used in this  
part of step 14.

15 In step 16 a second assurance review of the first solution  
is performed. This second assurance review has a business  
emphasis in contrast to the first review just described which has  
a technical emphasis. During this second assurance review, it is  
determined whether the first solution includes complete and  
acceptable schedules and definition of work scope, and a  
complete and acceptable cost and profit case including  
contingencies and business risk. Whether the first solution  
satisfies both the provider business objectives and the customer  
need is also determined in the second assurance review of step  
16.

20 In step 18 a second solution is defined by the provider.  
Any deficiencies in the first solution identified in steps 14 and  
16 are corrected in this second solution. Correction may involve  
revisions to the scope or schedules for services as specified in  
30 the first solution of step 12.

In step 20, which is optional, a third assurance review is  
performed. The purpose of this review is to determine whether  
the second solution defined in step 18 properly corrects the

5       deficiencies identified in steps 14 and 16. Depending on the number or seriousness of these deficiencies this review can be as extensive as the first and second reviews or it can be brief or completely eliminated if for example only minor deficiencies were identified.

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In step 22 a commitment is obtained from the customer to the second solution. This commitment may take the form of a signed contract to purchase the services defined in the second solution. It may also be a statement of intent, letter of authorization, or other type of business commitment satisfactory to the provider.

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In step 24 a first readiness review of the second solution is performed to identify new issues or risks which were not part of the second solution but which arose thereafter, for example during step 22 of obtaining customer commitment. It is also determined whether delivery plans are established. Delivery plans include plans for project management, schedules, and available resources. Delivery plans may also include plans for communication, organization, tracking, change control, and reporting. Baselines for performance and profit are also established in step 24. A baseline is a measure of the expected level based on the second solution plans.

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In step 26 a project management review is performed periodically to verify that the second solution is being managed as defined, that it is meeting the profit case and that it continues to meet the customer need. The frequency of performing this review may vary widely depending on the results of step 24 and any previously performed project management reviews.

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In step 28 a deliverable readiness review of the second solution is performed to verify that the second solution has been delivered to the customer and that the second solution satisfies the customer need. This step is normally performed by experts in  
10 the subject matter of the second solution and may include inspection of project files and interviews with key supplier and customer personnel.

15 While there have been shown and described what are at present considered the preferred embodiments of the invention, it will be obvious to those skilled in the art that various changes and modifications may be made therein without departing from the scope of the invention as defined by the appended claims.  
  
DRAFTS AND DRAFTING